

Selection Justification Statement

ESCO Selection Stage II

Project # 02140300 ESCO Projects at UVSC, Corrections, BATC, & Ogden Regional Ctr.

Participants: CMS Viron; Johnson Controls Inc.; Siemens Building Technologies Inc.

The committee voted unanimously to award the following selections:

- a. ESCO at The Department of Corrections Draper Prison to Johnson Controls Inc.
- b. ESCO at Utah Valley State College to CMS Viron.
- c. ESCO at Ogden Regional Center to CMS Viron.
- d. ESCO at Bridgerland ATC: No Award.

Note: This selection announcement does not obligate the state of Utah, the Department of Corrections, or UVSC to enter into an agreement with the ESCO firms noted above to perform Technical Audits at those facilities. The signing of a contract to perform the Technical Audit is subject to negotiation of the terms and conditions at each location and the final approval of administration officials.

Justification

Utah Department of Corrections, Draper, Prison

In selecting Johnson Controls Inc. to proceed with the Technical Audit phase at the Utah Department of Corrections, Draper Prison, the selection committee determined that Johnson Controls offered a complete scope of services, team experience/strength and understanding of the prison facilities. Johnson Controls had a great deal of ESCO experience within a correctional environment. Johnson Controls' management plan and site specific approach at the prison was very detailed and comprehensive. The committee also felt that Johnson Controls identified relevant risks and viable energy savings measures at the prison. Johnson Controls also demonstrated the ability to look at creative alternatives of energy such as the potential use of windmills to generate power at the Draper site. During the interview, Johnson Controls exhibited excellent understanding of the existing building conditions, systems and operations at the prison. Overall, the selection committee concluded that Johnson Controls' management plan, qualifications of the key personnel assigned to the project, and the potential energy savings measures identified at the prison was the strongest of the competing firms.

Justification

Utah Valley State College and Ogden Regional Center

In selecting CMS Viron to proceed with the Technical audit phase at UVSC and the Ogden Regional Center, the selection committee determined that Viron offered a complete scope of services, team experience/strength and understanding of college facilities and regional center. Viron presented an excellent management plan and site specific approach at UVSC and the regional center. Viron also demonstrated a good understanding of the building conditions, systems, operations. Overall, the committee also felt that Viron presented the most viable energy savings measures at these facilities.

Note: Because the savings generated from the energy savings measures are guaranteed by the ESCO firm, the committee was concerned over the financial strength and soundness of CMS---Viron's current parent company. Representatives from Viron indicated that they were in the process of being "acquired" by Chevron/Texaco---a company with very strong financial strength. As a result of this pending acquisition, the committee wishes to make the selection of Viron contingent upon completion of the acquisition. The contract to proceed with the Technical Audit is Not to be signed until after the acquisition is finalized or other satisfactory arrangements are made to provide the assurance of financial viability. If the acquisition of Viron by Chevron/Texaco is not completed or other satisfactory arrangement made by March 31, 2003, the state reserves the right to award the UVSC and Ogden Regional Center projects to another firm.

Justification

Bridgerland ATC

The committee determined that there were not enough energy savings measures identified by the ESCO firms to justify the time and expense associated with the Technical Audit phase. Moreover, the most viable energy savings measure identified (interruptible gas) has already been funded through the state's capital improvement process. Therefore, the committee determined not to proceed with an ESCO at this location.

Siemens Building Technologies Inc.

While Siemens demonstrated similar strength and viability as the other firms in a number of selection categories, the committee did not feel that they adequately presented as much in depth site specific understanding and knowledge of existing systems and conditions at the prison, UVSC, or the Ogden Regional Center as Johnson Controls or Viron. Overall, some of the energy savings measures presented by Siemens did not appear to be as comprehensive or viable as those presented by the other firms. In addition, the selection committee was concerned that the team put together by Siemens did not have as much experience working together as a team on ESCO projects as the other teams. Lastly, during the interview, Siemens had difficulty answering some of the site specific questions relating to energy savings measures. This indicated to the committee that Siemens was not as prepared as the other firms and that they had less understanding of the facilities.

All inquiries regarding the ESCO selections should be made to:

Kent D. Beers, DFCM

Phone: 801-538-3418

Energy Performance Services Contracting - Stage II

DFCM Project No. 02140300

January 16 and 17, 2003

Bridgerland Applied Technology College

Selection Criteria	W							H						
Qualifications and Capability Experience of Firm Scope of Services Financial Soundness	5	5	4.5	5	4.5	3.5	5	4.5	4	4	4.5	4.8	2.7	4
Team Experience and Expertise Project History Personnel Information	5	5	4.3	4.5	4.5	3.2	4	4.5	4	4	4	3.8	2.5	2
Management Plan	5	5	4	4.5	4.5	3	5	4.5	4	4	4	4	2.5	3
Technical Approach Preliminary Audit Projects Savings Cost Financing Baseline Sample Technical Energy Audit Design/Construction Engineering Analysis	4.5	4.5	4	4.5	4.5	3.5	4	4	4	4	4	4	2.4	3
Performance Contracting Approach Approach Other Services Construction Issues Standardized Contracts	4.5	4.5	4.5	4.5	4.5	3.4	4	4	4	4.5	4.5	4	2	4
Site Specific Approach Project Scope for This Project Relevant Experience to Apply to This Site Project Management for This Project Technical and Construction Issues	4	4.5	3	4	4.5	3.4	4	4.5	3.5	3	4.5	3.8	2	3
Cost and Pricing Technical Energy Audit Phase: Cost of Audit Construction/Installation Phase: Markup Costs Other Costs Best Value Open Book Pricing	4.5	5	4.5	5	4.8	2.8	3	4.5	5	4	5	4.5	2	4

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Ogden Regional Center

Selection Criteria	K						W						H					
Qualifications and Capability Experience of Firm Scope of Services Financial Soundness	4	5	4.3	5	4.3	3	4.5	5	4.5	5	4.5	3.5	4.5	4	4	4.5	4.8	2.7
Team Experience and Expertise Project History Personnel Information	5	5	4.6	5	4.5	3.2	5	5	4.3	4.5	4.5	3.1	4.5	4	4	4	3.8	2.5
Management Plan	4.5	5	4	5	4.3	3.2	5	5	4	4.5	4.5	3	4.5	4	4	4	4	2.5
Technical Approach Preliminary Audit Projects Savings Cost Financing Baseline Sample Technical Energy Audit Design/Construction Engineering Analysis	5	5	4.7	4.5	4.5	3.6	4.5	4.5	4.2	4.5	4.5	3.4	4.5	4	4	4	4	2.4
Performance Contracting Approach Approach Other Services Construction Issues Standardized Contracts	4.5	5	4.7	5	4.3	3.5	4.5	4.5	4.5	4.5	4.5	3.4	4.5	4	4.5	4.5	4	2
Site Specific Approach Project Scope for This Project Relevant Experience to Apply to This Site Project Management for This Project Technical and Construction Issues	4.5	5	4.5	4	4.8	3.5	4.5	4.5	4	4	4.5	3.4	4.5	3.5	3	4	3.8	2
Cost and Pricing Technical Energy Audit Phase: Cost of Audit Construction/Installation Phase: Markup Costs Other Costs Best Value Open Book Pricing	4.5	4.5	4.3	3.5	4.2	3.5	4.5	5	4.5	5	4.8	2.8	4.5	5	4	5	4.5	2

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Department of Corrections - Draper Prison

Selection Criteria	K							W							H						
Qualifications and Capability Experience of Firm Scope of Services Financial Soundness	4	5	4.3	4	4.3	3	4.5	4.5	5	4.6	3.5	4.5	3.5	5	4	4	4	4	4.8	2.7	4
Team Experience and Expertise Project History Personnel Information	5	5	4.4	4	4.5	3.2	4	5	5	4.5	3.5	4.5	3.2	5	4.5	4	4	3.5	3.8	2.5	4
Management Plan	4.5	5	4	5	4.3	3.2	4.5	5	5	4	4.5	4.5	3	5	4.5	4	4	4	4	2.5	3
Technical Approach Preliminary Audit Projects Savings Cost Financing Baseline Sample Technical Energy Audit Design/Construction Engineering Analysis	5	4.5	4.3	4.5	4.5	3.6	4	4.5	5	4.5	4.5	4.5	3.5	4	4	4	4	4	4	2.4	3
Performance Contracting Approach Approach Other Services Construction Issues Standardized Contracts	4.5	4	4.7	5	4.3	3.5	4	4.5	5	4.5	4.5	4.8	3.4	4.5	4	4	4.5	4.5	4	2	4
Site Specific Approach Project Scope for This Project Relevant Experience to Apply to This Site Project Management for This Project Technical and Construction Issues	5	4	4.3	4.5	4.8	3.5	5	5	5	4.5	4.5	4.5	3.4	5	4	3.5	3	3.5	3.8	2	3
Cost and Pricing Technical Energy Audit Phase: Cost of Audit Construction/Installation Phase: Markup Costs Other Costs Best Value Open Book Pricing	4.5	4.5	4.3	3.5	4.2	3.5	4	4.5	5	4.4	5	4.8	2.8	5	4	5	4	5	4.5	2	4.5

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Utah Valley State College

Selection Criteria	K							W							H						
Qualifications and Capability Experience of Firm Scope of Services Financial Soundness	3	4.5	5	4.3	5	4.3	4	3.5	5	5	4.5	4	4.5	4	2.7	4.5	4	4	4	4.8	2
Team Experience and Expertise Project History Personnel Information	3.2	5	5	4.6	5	4.5	5	3.1	5	5	4.3	4	4.5	3	2.5	4.5	4	4	4	3.8	2
Management Plan	3.2	5	5	4	5	4.3	5	3	4.5	5	4	4.5	4.5	3	2.5	4.5	4	4	4	4	1
Technical Approach Preliminary Audit Projects Savings Cost Financing Baseline Sample Technical Energy Audit Design/Construction Engineering Analysis	3.6	5	5	4.6	4.5	4.5	5	3.4	4.5	4.5	4.2	4.5	4.5	4	2.4	4	4	3.5	4	4	2
Performance Contracting Approach Approach Other Services Construction Issues Standardized Contracts	3.4	4.5	5	4.7	5	4.5	4	3.4	4.5	4	4.5	4.5	4.5	4	2	4	4	4.5	4.5	4	2
Site Specific Approach Project Scope for This Project Relevant Experience to Apply to This Site Project Management for This Project Technical and Construction Issues	3.5	5	5	4.5	4	4.8	5	3.4	5	4	4.2	4.5	4.5	3	2	4	3.5	2.5	4.5	3.8	2
Cost and Pricing Technical Energy Audit Phase: Cost of Audit Construction/Installation Phase: Markup Costs Other Costs Best Value Open Book Pricing	3.5	4.5	4.5	4.3	3.5	4.2	5	3.5	4.5	5	4.5	5	4.8	4	2	4	5	4	5	4.5	4